



# Acquisition Reform

## Three Big Ideas

*The provocative views expressed here are not those of the Department of Defense, DAU, or perhaps even the author.*

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# Three Acq Reform Big Ideas



(1) Competing Capability  
Needs Among Services



(2) Bridging the Technology  
Valley of Death

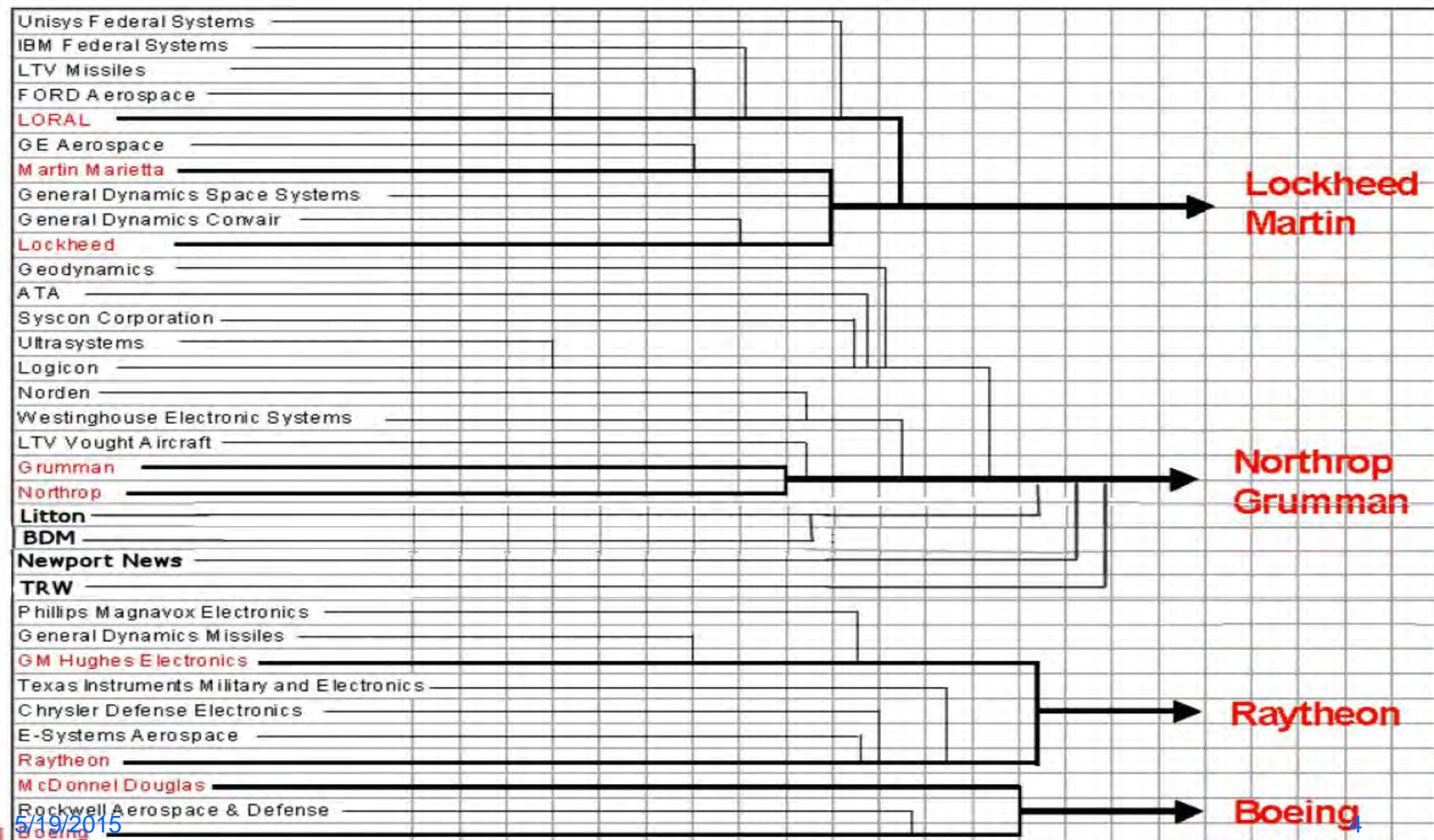


(3) Creating an All-Civilian  
Acquisition Workforce

# REKINDLING COMPETITION



# Defense Industry Consolidation





# Compete the ICD



**CONOPS**  
**Cost?**  
**Schedule?**  
**Performance?**

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**Cost?**  
**Schedule?**  
**Performance?**



**CONOPS**  
**Cost?**  
**Schedule?**  
**Performance?**

# Inter-Service Competition



- Forces ICDs to be “generic”
- Breaks status quo mentality
- Induces competition for best value
- Uses “peer pressure” for realism

# TECHNOLOGY TRANSITION & THE “VALLEY OF DEATH”





Isn't my new  
technology  
COOL!!!??



But it still isn't  
mature enough for  
my PROGRAM!!



# Tech Concurrency – Good Idea???



## F-35 New Technologies

- “Family” of capabilities (STOVL, CTOL, CV)
- New engine (P&W F-135)
- Stealth
- Mission software
- Helmet mounted display
- Integrated flight propulsion control
- AESA radar
- Autonomic Logistics Information System (ALIS)
- Prognostics Health Management downlink

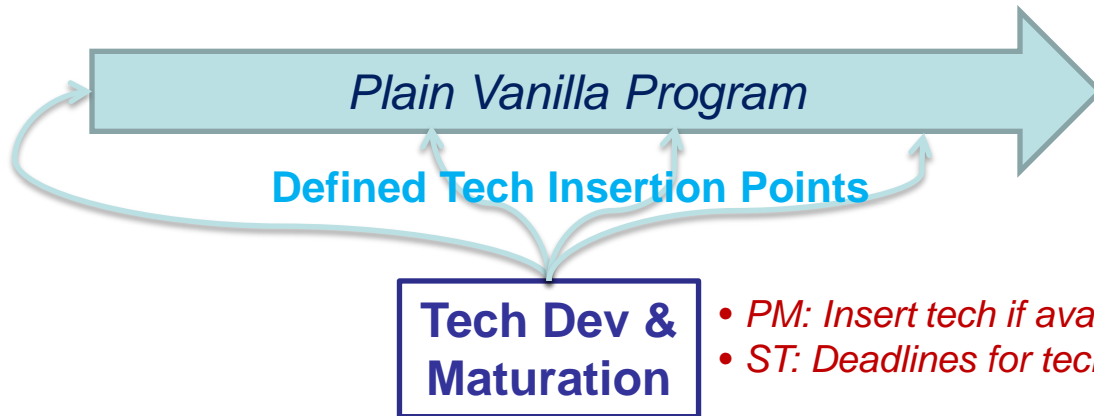
## DDG-1000 New Technologies

- Tumblehome hull
- Integrated topside design
- Dual-band radar system (orig design)
- Total ship computing environment
- Mk 57 Peripheral Vertical Launch System (PVLS)
- 155mm Advanced Gun System
- Integrated Power System
- Increased automation for reduced manning



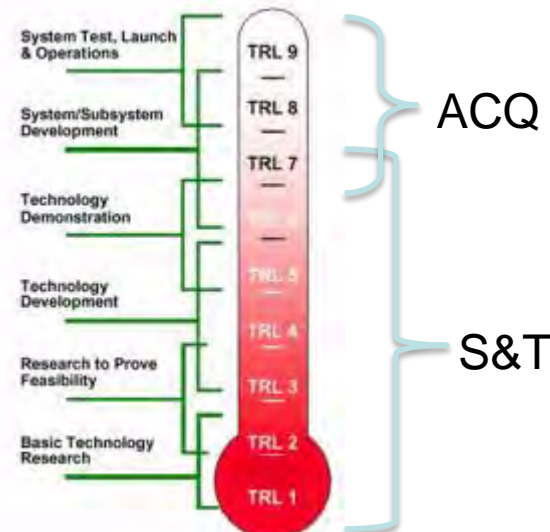
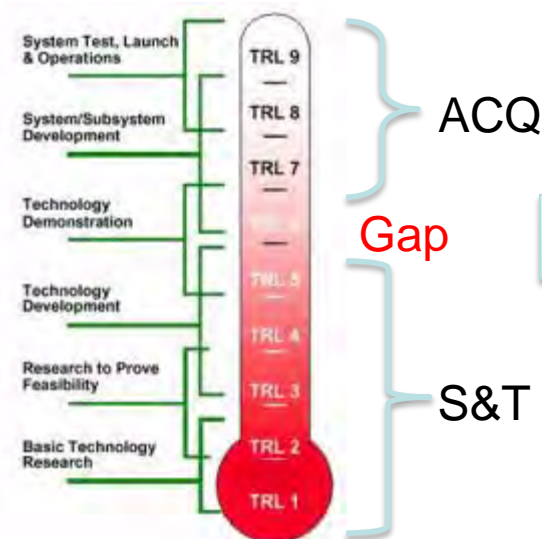
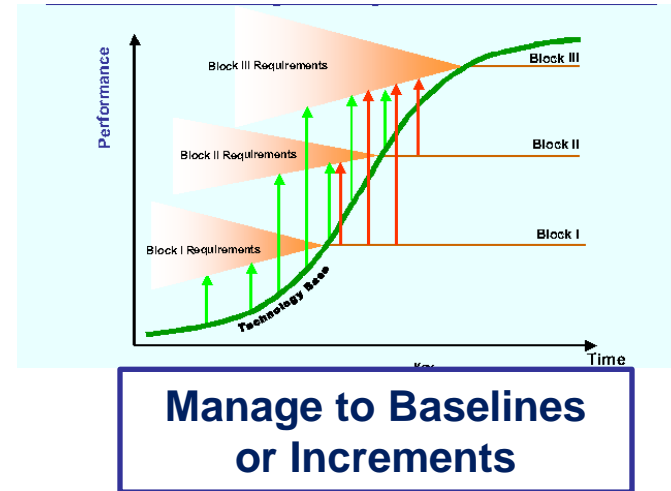


# Things to do – Nothing new!



- *PM: Insert tech if avail*
- *ST: Deadlines for tech*

OR

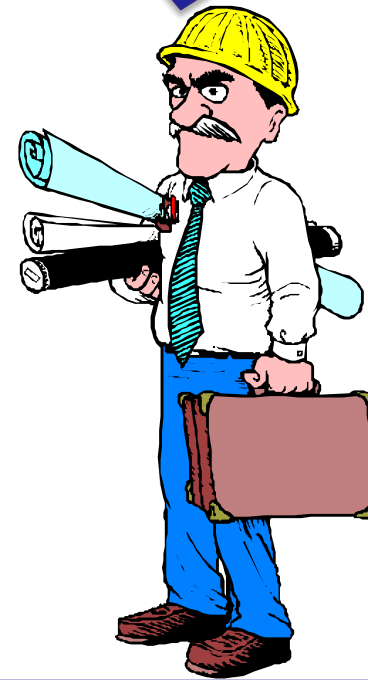


**GAO Says  
this is a  
Commercial  
Best Practice**

The sonic drive plate... connects to the... upper temporal field array...while the hyperspace proton modulator...is coupled to the photonic flux launcher...



I'm concerned that the...should-cost initiatives...and time-certain scheduling...not not impact the...technology on-ramps and throw off the top-line affordability caps



*We are both speaking English, but I really don't understand what you are saying!*



*Relationship Managers on PEO and/or SYSCOM Staff Can Be Tech Matchmakers.*

# Barriers to Innovation



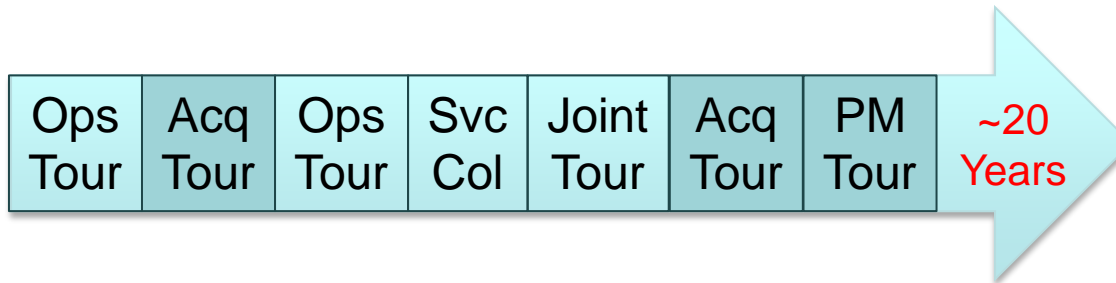
*Too Many High Hurdles & Disincentives to Entice Small & Commercial Innovators.*



# ALL CIVILIAN ACQUISITION WORKFORCE



# Serving Two Masters...

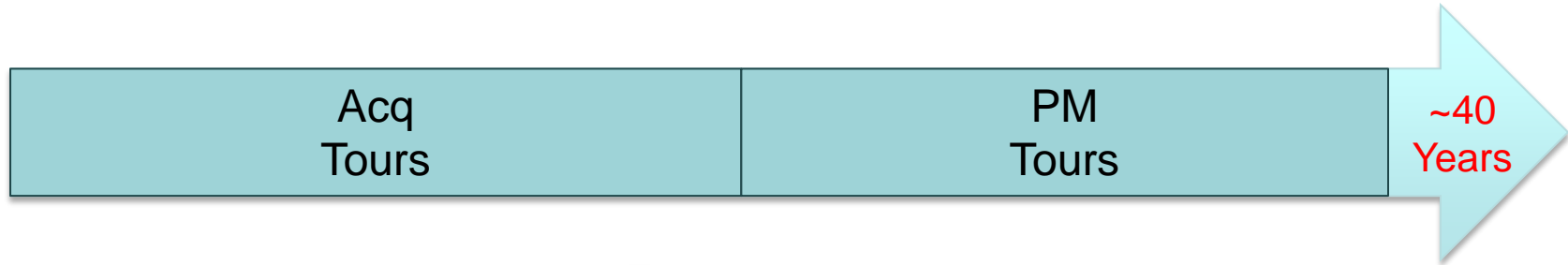


Trying to Excel at BOTH  
Operational and  
Acquisition Careers...

*...in a Limited  
Span of Time.*



# Civilian Acquisition Workforce



# Voice of the Operator?



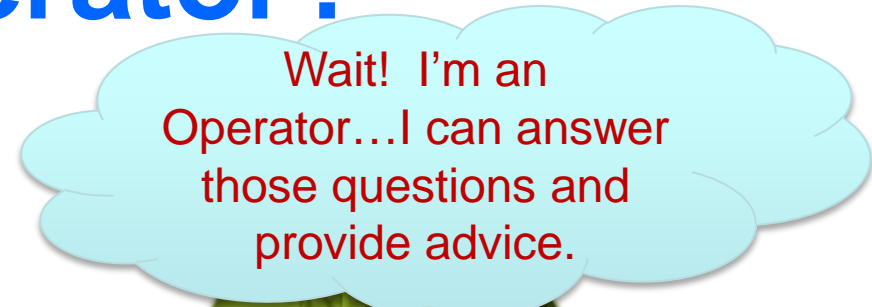
# Voice of the Operator?

## Military Advisor

- *Expertise in system operation*
- *Link to sponsor and users*
- *Not required to be an acquisition expert*
- *Tenure not as important*



**Program Manager**



**Military Advisor/  
Sponsor Rep**

# Summary: 3 Big Ideas



(1) Competing Capability  
Needs Among Services



(2) Bridging the Technology  
Valley of Death



(3) Creating an All-Civilian  
Acquisition Workforce